

Message Text

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ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 AGR-03 /016 W

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R 090554Z APR 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 9236

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

UNCLAS KUWIAT 1361

E.O. 11652: N/A

TAGS: EAGR, BGEN ETRD KU

SUBJECT: KUWAIT CHEMICAL FERTILIZER COMPANY (KCFC)

WISHES TO SELL TO U.S.

REF: KUWAIT A-152, NOVEMBER 28, 1973

1. KCFC, ONE OF KUWAIT'S LARGEST INDUSTRIES, HAS APPROACHED EMBASSY ABOUT POSSIBILITY CONCLUDING DEALS WITH U.S. COMPANIES FOR EXPORT ITS FERTILIZERS WHICH INCLUDE LIQUID ANHYDROUS AMMONIA (99.5 PERCENT CONCENTRATION NH3 WITH MAX .05 PERCENT WATER), UREA OF 46 PERCENT NITROGEN, AND AMMONIUM SULPHATE OF 21 PERCENT NITROGEN. KCFC HAS SOLD FERTILIZERS TO OVER 50 COUNTRIES SINCE ITS INCEPTION IN MID-60'S, BUT HAS THUS FAR, ONLY ONCE CONCLUDED A DEAL WITH A U.S. COMPANY - DUPONT (WILMINGTON) JUST BEFORE THE OCTOBER WAR.

2. WITH RECENT PRICE ESCALATIONS IN WORLD MARKETS FOR FERTILIZERS, KCFC EXPORT MANAGER, ADEL AMAD, NOW BELIEVES THEIR PRICES MAY BE COMPETITIVE IN U.S. HE HAS REQUESTED EMBASSY HAVE INTERESTED U.S. IMPORTERS CONTACT HIM BY TELEX: KT 4212 OR CABLE: KUFERTCO.

3. COMMENT: IN VIEW WORLDWIDE SHORTAGE OF FERTILIZERS AND EMBASSY'S WISH MAINTAIN CLOSE WORKING RELATIONSHIP WITH THIS QUICKLY GROWING COMPANY (PARENT COMPANY LIKELY PLAY KEY ROLE IN BILLION DOLLAR PETROCHEMICAL COMPLEX), REQUEST COMMERCE/USDA DISSEMINATE THIS INFO IN "COMMERCE UNCLASSIFIED

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TODAY", THRU APPROPRIATE TRADE ORGANIZATIONS, AND BY ANY

OTHER MEANS DEEMED EXPEDIENT.

MCCLELLAND

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